

Table 3: revenues and expenses - entire Hospice Program (including proposed project)

	Two Most Recent Recent Years -- Actual		Current Year Projected	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2014	2015	2016	2017	2018	2019	2020
1. Revenue							
a. A. Inpatient services	2,904,957	2,947,459	3,159,784	3,622,095	4,056,033	4,546,687	4,751,969
b. Hospice at home services	19,116,426	20,654,590	22,830,425	25,898,001	29,581,764	33,509,885	35,484,647
c. Home care services							
d. Gross Patient Service Revenue	22,021,382	23,602,050	25,990,208	29,520,096	33,637,797	38,056,572	40,236,616
e. Allowance for Bad Debt	-306,853	-452,465	-320,354	-429,779	-504,567	-570,849	-603,549
f. contractual Allowance	-421,717	-447,377	-534,888	-643,656	-727,966	-818,160	-863,746
g. Charity Care	-407,481	-467,316	-711,133	-1,019,794	-1,220,295	-1,492,255	-1,604,065
h. Net Patient Services Revenue	20,885,331	22,234,892	24,423,833	27,426,867	31,184,969	35,175,308	37,165,256
i. Other Operating Revenues (Specify)	13,119	13,307	9,470	50,600	72,392	94,924	118,540
j. Net Operating Revenue	20,898,450	22,248,199	24,433,303	27,477,467	31,257,361	35,270,232	37,283,796
2. Expenses							
a. Salaried, Wages, and Professional Fees, (including fringe benefits)	16,951,065	17,434,086	19,437,009	23,380,771	25,380,157	27,599,866	28,940,589
b. Contractual Services	2,116,675	2,188,018	2,340,168	3,029,781	3,808,172	4,671,835	5,045,161
c. Interest on Current Debt							
d. Interest on Project Debt							
e. Current Depreciation	344,425	298,115	229,124	227,256	228,392	229,534	230,682
f. Project Depreciation				25,000	25,000	35,000	40,000
g. Current Amortization							
h. Project Amortization							
i. Supplies	563,611	481,403	554,444	646,728	731,225	819,273	868,881
j. Other Expenses (Specify)	2,640,451	2,339,941	2,449,563	3,163,282	3,512,945	3,958,857	4,229,315
k. Total Operating Expenses	22,616,228	22,741,563	25,010,307	30,472,818	33,685,891	37,314,365	39,354,629
3. Income							
a. Income from Operation	-1,717,778	-493,364	-577,004	-2,995,352	-2,428,531	-2,044,133	-2,070,833
b. Non-Operating Income	2,601,422	1,893,693	1,878,103	2,013,126	2,281,811	2,571,912	2,692,824
c. Subtotal	883,644	1,400,329	1,301,099	-982,226	-146,720	527,779	621,991
d. Income Taxes	0	0	0	0	0	0	0
e. Net Income (Loss)	883,644	1,400,329	1,301,099	-982,226	-146,720	527,779	621,991

Table 3 Cont.	Two Most Recent Recent Years -- Actual		Current Year Projected	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2014	2015	2016	2017	2018	2019	2020
4. Patient Mix							
A. As Percent of Total Revenue							
1. Medicare	84.3%	86.3%	84.4%	85.0%	84.1%	83.3%	83.1%
2. Medicaid	1.0%	1.3%	1.4%	1.8%	2.0%	2.3%	2.4%
3. Blue Cross	4.5%	5.0%	6.1%	5.1%	5.0%	4.9%	4.9%
4. Other Commercial Insurance	8.0%	5.4%	5.5%	4.6%	4.9%	5.2%	5.2%
5. Self-Pay	0.2%	0.1%	0.2%	0.3%	0.3%	0.4%	0.4%
6. Other (Specify)	1.9%	2.0%	2.4%	3.3%	3.6%	3.9%	4.0%
7. Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
B. As Percent of Patient Days/Visits/Procedures(as applicable)							
1. Medicare	85.3%	87.5%	86.0%	84.9%	84.1%	83.3%	83.1%
2. Medicaid	1.2%	1.2%	1.5%	1.8%	2.1%	2.3%	2.4%
3. Blue Cross	7.5%	4.8%	5.3%	5.2%	5.1%	5.0%	5.0%
4. Other Commercial Insurance	4.0%	4.8%	4.2%	4.8%	5.1%	5.5%	5.6%
5. Self-Pay	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
6. Other (Specify)	2.0%	1.8%	3.0%	3.3%	3.6%	3.9%	4.0%
7. Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Sec. 1, line i includes Revenue from community Bereavement service and conference, advance care planning (starting 2017)

Sec. 2 line j includes program expenses of Volunteer and Bereavement services, Community Education expenses, Facility Cost of Casey House and General Administrative expenses

Sec. 3 line b includes Philanthropy and Investment income, net of fund raising expenses

Sec. 4 line A6 includes indigent care

Sec. 4 line B6 includes indigent care